



3 Easy Ways to Register!
 *Fax: 410-381-1558
 * E-mail: registration@mdworks.com
 *Mail to: Maryland Works, Inc.
 10270 Old Columbia Rd, Suite 100
 Columbia, MD 21046-1854
 www.mdworks.com

Job Development & Job Coaching Webinar Series

Presented by

Marc Gold & Associates, Nationally Renowned Experts in Discovery & Customized Employment

Job Development Representation

Wednesday, September 20, 2017

10:30 a.m. – 11:30 a.m.

This webinar will focus on providing an overview for making employer contacts and negotiating a customized job description. Topics to be covered include negotiation techniques, the use of a concept portfolio to explain Customized Employment (CE) to potential employers, employer needs and benefits analysis and strategies for making successful contacts and presentations to employers. This webinar covers the final aspect of the Customized Process and is directed at job developers, rehab counselors, managers and funders of CE services.

Registrants will receive information by e-mail regarding the call-in number and code for the Webinar

Facilitator: Abby Cooper, M.Ed. has been at the forefront of employment for individuals with disabilities her entire career. Her experience covers a gamut of local, state and federal services including the vocational rehabilitation system. She coordinated Washington Vocational Rehabilitation partnership with the Workforce system to further employment outcomes for people with disabilities. Abby designed and implemented the first community-based supported employment program in Washington State. She has also designed and administrated supported and customized employment programs for individuals with chronic mental illness and individuals with multiple physical and cognitive disabilities. Abby holds a Master's Degree in Organizational Management.

Name _____ Title _____

Organization _____ Email _____

Address _____ City _____ State _____ Zip _____

Phone ____/____/____ Fax ____/____/____

___ **Member @ \$50.00**

___ **Non-Member @ 75.00**

Method of payment ___ **Visa** ___ **Mastercard** ___ **Check** enclosed (payable to Maryland Works, Inc)

Card number _____ Exp _____ CSC Code _____ (3 digit code on back of CC)

Name as it appears on the card _____

Signature _____ E-mail _____
(Credit Card receipt will be e-mailed)

Billing Address Associated with Credit Card _____

ADA Accommodations (please specify) _____

Deadline for special needs is two weeks prior to program date